

Business Trip to Vietnam and Thailand

October 14 – 18, 2019



ABOUT THE TRIP

Export Delaware invites you to join us on a business trip to Vietnam and Thailand to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

We will arrange business meetings with distributors, agents, or customers according to your needs – all specific to your company.

“During this trip we were able to have face to face discussions in Vietnam with prospects in regards to development work for them.”

- Katherine Bekev
B&W Tek



THIS TRIP INCLUDES:

- Assistance from State of Delaware's trade representative, Sarath Menon in Vietnam and Thailand, and the Export Delaware staff.
- Translation of sales presentations and materials and in-country transportation and interpreters on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

TRIP ITINERARY

- Day 1 Arrival in Ho Chi Minh City, Vietnam
- Day 2 Briefing in Ho Chi Minh City
- Day 3 Business Meetings Ho Chi Minh City
- Day 4 Travel to Bangkok, Thailand
- Day 5 Business Meetings in Bangkok
- Day 6 Departure

WHY VIETNAM AND THAILAND?

Delaware businesses found great prospects in Vietnam and have been successful from the last state business trip. We are pleased to expand the program and return to the fastest growing country in the world for US exports.

- Vietnam has the fastest-growing middle and affluent class in the region.
- Vietnam's population is made up of over 93 million consumers who are eager for U.S. goods and services.
- Thailand is the 2nd largest economy in the ASEAN region and the 9th largest destination in the world for U.S. exports.
- Thailand offers significant opportunities for both business service companies and manufacturers. Best prospects include those in medical, infrastructure, food processing, defense, and environmental sectors.

COST & DETAILS

Businesses are responsible for air, hotel, meals and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

MORE INFO

Contact the export team:
302-577-8465

Beth.Pomper@state.de.us

FUNDING ASSISTANCE

Funding Assistance is available to assist you with up to 50% of your eligible travel expenses. Funds are based on availability.

Apply at de.gov/funding.



U.S. Small Business Administration

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration